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THE WELLCOME FAMILY

of

FREEMAN, MAINE

ISRAEL RIGGS BRAY

1808-1890

HENRY SOLOMON WELLCOME

1853-1936

SEDGLEY, G. B.
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PHILLIPS, MAINE
The Phillips Print Shop, Printers
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Compiled and issued and distributed in 1939 to the citizens of Franklin County in Memory of the Wellcome Family of Maine

GEORGE BURBANK SEDGELEY

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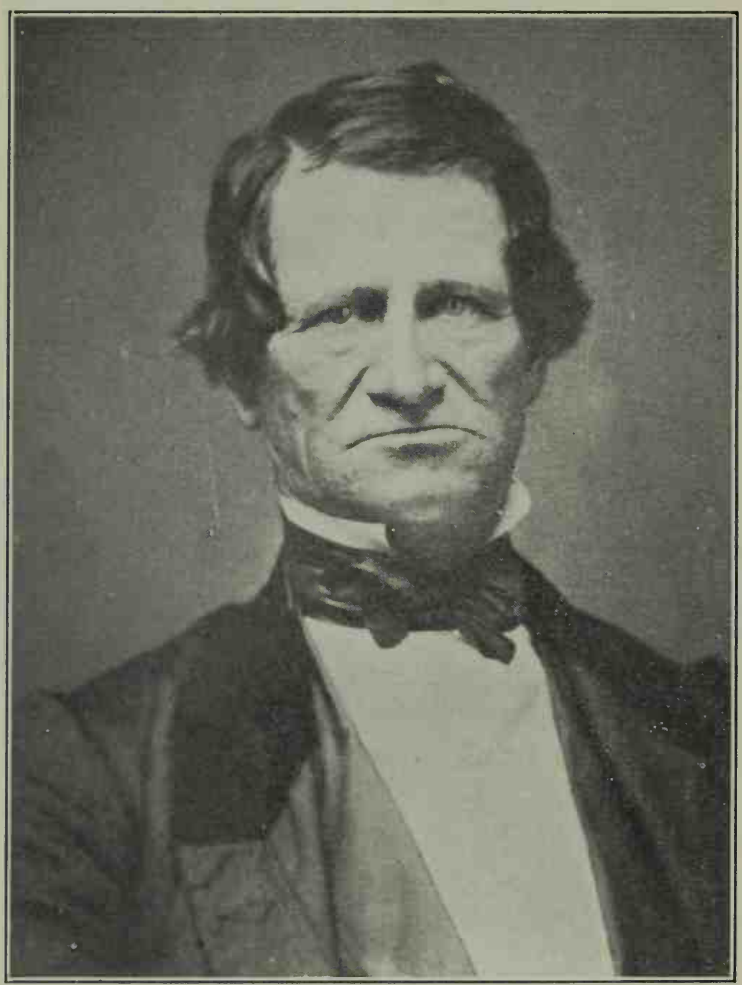
HOME OF THE LATE ISRAEL R. BRAY



Israel R. Bray

Several months ago twenty-five hundred leaflets on the life of the late Sir Henry S. Wellcome were distributed in Franklin County. Since then more information has been received which will appear in this article under the heading "Comparison of Bray and Wellcome." Also a portion of the first article will be repeated.

The Wellcomes of Freeman were an unusual family. If Israel Bray and Sir Henry had been the only out-standing ones then the family as a whole would not have been noticable. But such was not the case for there were a dozen other members that become millionaires and near-millionaires and did worth-while things, and still many others that held or holds high positons in society and have and are doing great good for humanity. The Wellcome family was of German-French origin, and then by inter-marriages the Wellcomes in Freeman were of German-French-Irish-English descent.

Michael[5] Wellcome (Zaccheus[4], Richard[3], Zaccheus[2], Richard[1]) and his wife Judith Ball came from Gloucester, Mass. in about 1775 to Bakerstown, Maine, and settled in the part now called Minot. Three of Michael's children, John, Polly and Timothy, settled on farms in Freeman, and another son, Jacob, who lived in Brunswick, Maine, was the progenitor of eminent descendants. Richard Wellcome, immigrant ancestor, settled on the Isles of Shoals (a group of eight islands off the coast of N. H.), and the first record found of him is in 1664 when he married Eleanor Urin, the widow of an enterprising fisheries master of Star Island, "soon after the death of her husband". The members of the State of Maine branch of the Wellcome family were richly endowed by nature with ambition and the necessary talents to go with it that spells success for any person.

BRAY

Israel R. Bray, son of Israel and Polly[6] (Wellcome) Bray, was born in Minot, Maine, July 12, 1808; died January 29, 1890. He never married. When four years old he moved with his parents to a half-cleared farm on Freeman Ridge, so called, in the town of Freeman. And on this farm in the back-woods of Maine, far from the railroads in his day, he lived and died. His estate

was appraised $186,290. He was the wealthiest person in the county, and a picturesque character. From his mother he inherited ambition, good judgement, and his intellectual and financial ability, and from his father unusual physical strength and endurance. Soon after the family settled in Freeman the father had a fever which caused blindness and the family had a hard struggle until the children were old enough to do the farm work.

Mr. Bray was a farmer, sheep-man and wool buyer. He owned thousands of sheep and let them to farmers for a pound of wool per head, the same number of sheep to be returned at the end of the year in good condition or the contract renewed. It was often quoted that "Bray owned the sheep on a thousand hills." The first money earned in youth he invested in three sheep. Others seeing Bray succeed in the sheep-letting business—getting at least twelve per cent interest on his money invested -tried it but failed. It was his custom to often work day and night during the wool buying season. In the night he would drive into a farmer's dooryard and holloa until he aroused the occupant then buy the wool, tell him when and where to deliver it, drive to the next house, and all of this without getting out of his wagon. At any time of the year, when he was doing business in a town ten, twenty or thirty miles away, he would start during the night so as to be in that town by six o'clock in the morning. In conducting his business Bray drove furiously about the country-side, and had horses stationed in all directions from his home where every twenty-five miles or so, he changed—some of these he owned others he hired.

Bray lived in a period before bank checks were in general use and it was customary for him in doing business to carry about a large amount of money, often having $20,000 in a little black trunk, carelessly thrown into the bottom of the wagon or pung. Occasionally he took a boy along to watch the trunk while he was doing business. He never lost money but twice by robbery, once in Chicago and again in Albany or Buffalo, N. Y., and on these occasions only a small part of what he had with him. At Chicago he was waiting for a train and, always ready to talk with anyone anytime, got into a conversation with a stranger, and after a little the new acquaintance volunteered to show him about the city, and as they walked along a street said "I have

got to step in here a minute", then Bray found himself among a band of robbers who demanded his money and he gave up a pocket-book containing fifty dollars at the same time remarked "I have left all of my money in my grip at the station and have got to get back before somebody steals it". Evidently they believed him and he saved the several thousand he had on his person. He succeeded in breaking up the gang by getting them into court. It was probably the result of this episode that he wished to give his personal bond for $10,000. When asked as to his reliability he said "telegraph Senator Frye." Frye replied: "Bray's bond is good for ten thousand dollars or ten times that amount." Several times he was held up in his nightly travels, but he always managed someway either by wit or force to escape with his life and money.

Mr. Bray was a gifted out-door speaker. He had the commanding presence, the solemn face and the voice of an orator—a voice that could be heard a mile. People in village and city streets, on fair grounds and at musters would stand and listen for hours at a time to hear him talk. He would talk politics, tell stories, give advice. In wit and repartee he had no superiors. It appears from all evidence that he was a superb entertainer. He refused all invitations to speak indoors and likewise refused all public office, yet he was a power in politics. In a fifteen minute speech in the street in Bangor he defeated a candidate for governor of Maine. The delegates and newspaper reporters got enough of the speech to defeat the candidate in the convention next day. Although he has been dead for forty-eight years the writer often hears his sayings quoted. He attended school but little, yet he acquired a vast amount of general knowledge. He had wisdom that school could not teach. He acquired book learning enough to teach a few terms of country school. For the youth of a few talents it is urgent—almost necessary—for him to go to college, but for Bray, endowed by nature with great capacities, the four years in an academic college would doubtless have been a waste of time. He got ahead much faster by staying on the farm and learning farming—the occupation he was to follow for life. Whether or not a college education and training would have been in any way a benefit to him is only idle speculation—it might have taken off the rough corners, dull-

ed his brilliancy, softened his wit and sarcasm, impaired in general those qualities that enabled him to so efficiently remove from his path in personal encounters the ablest men of his day and time. He enjoyed rough and tumble argument and was by nature lavishly endowed for the life he lived—a life full to the brim. For fifty years he made things lively whereever he appeared. His arguments with Eben F. Pillsbury were many and fierce and bitter. They were personal and political enemies, notwithstanding, they belonged to the same party. Pillsbury, three times the Democratic nominee for governor, was the great criminal lawyer of Maine and well equipped for argument, but it was generally conceded that he was not a match for Bray. It appears that Pillsbury went to school to Bray for in a speech Bray says: "I taught him his letters; he learned 'I' and 'I' has been foremost in his mind ever since."

Mr. Bray was impetuous, quick tempered, and no doubt somewhat domineering during the last part of his life. In business the person who attempted to cheat him, or insisted on going against his will, was a subject for pity. He was fearless and merciless, and at times rough and severe in his utterances, especially towards dishonest men and political trickery. He had many lawsuits in the course of his business life in both the Franklin and Somerset County Courts. He would cause intense interest and some amusement by his replies from the witness stand. In every-day life his ready wit rescued him from many an embarrassing dangerous position, and enabled him to say things in public and get away with it that others would not have dared to spoken. He could state the faults of opponent or a dishonest person with such vividness of power that a strong man would shed tears. He had the ability to make a reply so complete that nothing else remained to be said.

The only person, except his mother, who had any influence or control over him was his youngest sister, Hannah (Bray) (Porter) Hackett. When he was excited, mad and raving wildly she would simply speak his name and that would instantly quiet him. This sister was his equal in financial ability and he often asked her advice, then after the death of the mother who had taken charge of the household, this sister lived with him and looked after running the house, but after her death he had to

depend, in old age, on any available help and they did not always work for his interest. Until he was forty his unmarried brother Jacob, lived and worked with him, then the brother died suddenly as the result of a hurt in the hayfield and the entire business which had become extensive was up to Major I. R. Bray as he was called—a title he got by serving at muster on the staff of an older brother, Gen. E. D. Bray. The brother Jacob, with a more even disposition and two years older, was considered the abler, and the neighbors predicted that the Major would soon squander the property the brothers had accumulated, but he proved equal to the additional responsibility suddenly thrust upon him and rapidly increased the property.

When Bray was eighty-one years old his twenty-eight room farm house, with a basement under the whole house and both ells into which a pair of oxen and cart could be driven with a load of wood, apples, potatoes or vegetables to be unloaded, burnt and he immediately rebuilt. The new house was nearly completed when he died. The house that burned in 1889 was built in 1865—three years before the death of his mother at the age of eighty-eight years—the mother who settled on this farm in a log cabin in 1812 lived to see her chileren do worth while things. When he was building the house a stranger from the city driving by stopped and viewing the work asked: "Why is anyone building such an elegant mansion back here in the woods out of sight?" Bray replied: "This is my home." His resourcefulness shown in the unique system that supplied water to his buildings. For the house, stable and several barns quite a large quantity of water was required. He went into the field a few rods in front of the house, where the elevation rose rapidly, dug and stoned a well in the sloping hill where there was no sign of water. Then from two springs in different directions many rods away, one beyond a hill, he laid aqueducts to the dry well and from this well pipes were laid to the buildings. This water system has never failed in eighty-five years.

At the time Bray's house burnt his neighbor and business agent advised him at his age not to rebuild but to come to his home to live. Bray stayed at the neighbor's house one night. The next day he cleared out and fitted up one of his wool houses and moved into it. The second day he hired carpenters and

began hauling lumber. The third day the work of building a house was in active progress. He died in the wool house.

Mr. Bray was a man of great sociabilty and would often talk until midnight with a neighbor or some of his workmen and arise at three the next morning and write letters until breakfast then go into the field with the workmen. A nephew who worked for him some time said: "Bray was a whirlwind at manual labor." When he drove into a village people would run and gather around him to hear what "Old Bray" had to say. Speaking in the street in the city of Lewiston he had gathered such a crowd that the street was blocked, and a policeman said to him, "We have a place over the river for just such fellows as you." Bray answered: "I would like to look that little building over as I loaned the county the money to build that jail."

At another time he appeared in a store at Lewiston just after he had been paid by the mill owners for the year's shipment of wool and asked for a grip. The proprietor, judging by his rough dress, handed out a large low-priced one—the kind usually sold to woodsmen. Bray took the grip and without saying a word opened it and began taking money from the big pockets he always had in his clothes and to the amazement of all filled it with money. At the time of his death one manufacturer owed him $36,000 for wool.

A citizen of the county who was accustomed to hearing public speaking at large gatherings told the writer, "The greatest ovation I ever saw or heard any speaker get was given Mr. Bray at a muster in Kingfield after he told a story to illustrate a point in his speech."

The following shows how Bray could make the most of what would have been an embarrassing position to many: One morning he drove into Kingfield village and stopped in front of Winter's store and in jumping from the carriage a bottle of liquor was thrown out of his pocket and broke on the ground. On the platform of the store at the time the two ministers of the town —the Universalist and Methodist—were engaged in conversation. Bray addressing the clergymen said: "Brethren, you have observed my misfortune. I need the prayers of both denominations." He used liquor the last half of his life and possibly earlier in life, but liquor(rum as he called it)never got the better of

him, for he was always in condition to do business to his advantage with any man at any time at any place. A tea-spoonful of rum in a half-tumbler of water with sugar added would always improve his disposition when in an ugly mood and his lower lip had rolled down. At such times his workmen, neighbors and acquaintances were very careful about approaching him until these occasional moods had passed off. On the days he took any liquor when at home the extent of his drinking was generally one tea-spoonful at a time, once, twice or three times during the day. In attendance at church the pastor made a plea for the audience to donate to some cause which struck Bray favorably and when the contribution box was passed he turned his big leather purse, in which he always carried twenty, or more, dollars in silver, up-side-down and at the same time remarked, loud enough to be plainly heard all over the church, "Here goes my rum money."

There is a long and interesting story of how Mr. Bray had one high sheriff get him a bottle of liquor. Briefly as told to the writer by the sheriff himself: Bray appeared at the sheriff's house at six o'clock one morning, wet to the skin, having driven from his home thirty miles away to Farmington in a fierce rain storm. He wanted a man arrested before the morning train left. Bray did not stop to tell the officer what he wanted but said "climb in" and then drove at once to the man's home and got there as he was leaving the yard for parts unknown. When the business was over and the claim paid Bray said to the officer: "I want you to get me some liquor." The sheriff, a most estimable man said: "Considering his wet condition and knowing him well I concluded that liquor would do Mr. Bray no harm and got a quart." (At that time Maine had a prohibitory law.)

When he wanted liquor, he drank it in any place regardless of who or how many were present. Bray was free with his liquor and when he offered it to anyone and the person did not accept he would emphaticly remark: "THAT IS RIGHT, NEVER TOUCH IT."

The writer is not trying to smooth over Bray's use of liquor but is emphasizing the Wellcome good judgment he inherited that enabled him to indulge moderately.

An illustration: A couple of self-confident wise men from a

near-by village attempted to take advantage of Bray's drinking habit. They learned that after he had shipped the clipping of wool he still had on hand one store-house full of wool. They went to his home, taking along some liquor, intending to get him somewhat intoxicated and thus buy the wool at a very low figure. Bray soon sensed their scheme and after a few drinks he suddenly became very talkative, then these wise men made an offer for the entire lot of wool, and after some holding back and dickering on Bray's part he sold them the wool. This wool was some Bray had thrown out during a period of some years when he sent shipments to the mills, and it consisted of pulled wool, pelted wool and wool with dirt in it. These sharpers not knowing that there were several grades of wool that varied greatly in price and in their know-it-all omitted to ask Bray if it was good wool. They moved it to their home town and notified mill-agents that they had some wool for sale. Several agents called and looked at it, but none of them would offer as much for the wool as they had paid Bray. Then it began to dawn on them that Bray was not very drunk when he sold them the wool.

A few years before his death he had a housekeeper who was very competent, but her disposition was not of the kind to get along well with Bray. Here's the story: Mr. Bray was sitting before the open fire in his room making an axe handle. The housekeeper wished to sweep this room at that particular time. She went into the room and commenced to sweep. Bray, busy with his work, did not seem to notice her. She swept the dirt and shavings up around his chair. Then the following colloquy and the housekeeper's departure:

Housekeeper: "Bray, move."

Bray: "By mighty I shan't."

Housekeeper: "I suppose I can leave."

Bray: "I suppose I have got enough to pay you."

A friend said to Mr. Bray: "Do you know what a narrow escape you have had?" Then continuing said, "Why! Miss S - - - down at Farmington says that she might have married you IF SHE WOULD HAVE HAD YOU." Bray replied: "I shall never cease to thank God for my deliverance."

Bray and a College Boy. A story told the writer by Mr. William Parlin of Weld. Travelling by train a smartly dressed college

youth mistook Bray, in his poorly clothed condition, for a tramp and saw a chance for some sport. As the boy began asking questions Bray, always a good actor, appeared ill-at-ease and embarrassed. Then Mr. Parlin, seated back of Bray and not knowing at that time who the poorly dressed man was, and pitying him tried to take Bray's part and started to speak to the boy and at the first words Bray turned his head and said in a low tone "Don't worry, I'll take care of him." When Bray got the smart youth to the right point his whole attitude changed—he reached into one of his big pockets and pulled out a bundle of bills, tightly bound up, at least six inches thick, and in a voice that roared said, "There is more money than you ever saw," and continuing "You appear to me like a young fellow whose mother takes in washings to buy his clothes." The tramp had money and a voice and a dominating way which was too much for the college boy—his sport was over or in other words he had learned a lesson.

On one of his trips West Mr. Bray called on Horace Greely the eminent newspaper editor and publisher, in New York, and the next day Mr. Greely's paper was half-full of what "Bray Of Maine Said." In politics he was a Democrat until the "Count-Out" at Augusta--ever after that a Republican. At the time of the fierce campaign of Blaine-Cleveland Mr. Bray said: "I shall vote for Blaine but Cleveland will be elected."

The following sheep contracts selected from a large number he held at the time of his death:

Freeman, Dec., 1888

Taken and rec'd of Israel R. Bray, two hundred and sixty good ewe and wether sheep, which I promise to return in good order on demand in one or two years from date, and pay for their use one pound each of unwashed wool or twelve ounces of well-washed wool yearly.

(Signed) Norris E. Bray

Freeman, Nov. 22, 1889

Taken and rec'd of Israel R. Bray, twenty good ewe sheep and eleven good wethers, which I promise to return in one year from this month in good order to have the field early and pay for their use thirty-one pounds of good well-washed wool in June next. These sheep are the same I have this day paid I. R. Bray

on a former lease.

(Signed) Nathaniel Carville

Eustis, Oct. 17, 1879

Whereas, I had of James C. Fletcher seven good sheep which were Israel R. Bray's sheep, and I agree to keep said sheep and return them to said Bray in good order next fall and pay for their use seven pounds of good well-washed wool next summer and a like amount of wool to be paid next summer for their use the present year.

Attest

Chas. E. Bray (Signed) Benjamin Durrell

Starks, March 15, 1879

Taken and rec'd of Israel R. Bray, sixteen good ewe and wether sheep; four only are wethers. I promise to return said sheep in two years from last fall in good order and pay for their use twelve pounds of good well-washed wool next summer and sixteen pounds of like wool in one year from next summer.

(Signed) James Tompkins

Bray knew the sheep and wool business. He could tell by touch the different grades of wool with his eyes shut. He could detect by hefting a fleece in his hand the presence of foreign matter inside. He often bought the wool other dealers had taken in during the summer. On one occasion he was weighing out such a lot when he remarked that there was something inside the fleeces. The dealer, Azor Dyer, said that it was impossible, as he had bought that wool of a member of his church. Bray replied in his customary strong language, "church or no church, etc. I will show you," then tore open several fleeces and found to Mr. Dyer's surprise that the good member of the church had put a pound or more of sheep manure inside each fleece. When bagging and shipping wool Bray would often work so long at a time that his hands would be swollen to twice their normal size, caused by grabbing and packing the fleeces as they were passed or thrown to him by the workmen. When taking in wool in large quantities from many farmers at his home or at any appointed place Mr. Bray did the grading and weighing and called out the figures to an expert accountant who did the figuring and paid for the wool. The accountant received $10 a day, but if he made an

error Bray deducted it from his pay. Always prudent and saving but in no way miserly, he had an abundance of money to do business with because he could make it faster than he wanted to spend it. During the era when many farmers were moving West Bray would buy their farms, stock and farming tools, and sell them at a profit.

In disposing of his property Bray willed the home farm of five hundred acres and all the cattle, horses, sheep, wagons, tools furniture, etc., on it to Hiram Hackett, a neighbor, who had assisted him many years in his business. The rest of the property he willed in equal amounts to his nephews and nieces, except ten thousand dollars he gave to his only living sister.

The following are extracts from an article that appeared in the Lewiston Journal on the day of Mr. Bray's death, Jan 29, 1890:

"Israel R. Bray, the great Franklin County wool merchant, died this morning, aged 82 years. He was the richest man in the county and one of the richest in rural Maine. He made the most of his money in buying and selling wool, of which he handled greater quantities in his lifetime than any other man in the state. He rode thousands of miles every year, buying of the farmers from barn to barn, himself, and having many agents in the field; keeping up this strenuous work notwithstanding his great age and unwieldly proportions, until his last illness of a few weeks. As he always had the means to pay cash and enjoyed the confidence of the farmers, he could buy on the most favorable terms. Of large frame and swelling proportions, Mr. Bray weighed over 250 pounds. He dressed more like a poor man than a wealthy trader. He cared nothing for appearance and where he was not known was often taken for a tramp."

"Frequently he used to carry about with him thousands of dollars loose in a hand satchel or in his pockets. He was an unusually brainy man, a vigorous thinker and speaker, quaint and original in these as in all his habits. Indeed, had he chosen to enter public life he might have made his mark as an orator—as those who have heard him speak when excited will admit. He had a sonorous voice, a quick wit and sometimes delivered himself of sayings worthy of Bob Ingersoll."

"A great interest in politics was always taken by Mr. Bray, although he did not seek office, and he was a power in Franklin County. He was a remarkable man, keen and far-sighted in business matters. He was a thoroughly honest man and despised a cheat more than aught else under the sun. He has been known all over Maine—New England, in fact—as a very large owner of sheep and buyer of wool."

COMPARISON OF BRAY AND WELLCOME

The life of Sir Henry Wellcome would not be of interest to the citizens of Franklin County if it were not for the fact that his father, Solomon Wellcome was born in Freeman, on "Tim Wellcome Hill" on Freeman Ridge, so called, and lived there until he was 22 years old; then in 1849 he went to Wisconsin; married Mary Curtis and had two children, born in a log cabin, Rev. George and Sir Henry; was a farmer a few years, then a druggist in Minnesota and the last years of his life a Second Advent preacher. Solomon Wellcome and Israel R. Bray were first cousins and the farms of the two families joined.

In the usual event of men's lives there would be no equal comparison between a farmer and wool buyer of rural Maine and a scientist and manufacturer whose products were sold in every drug store in the world, and whose income for fifty years was stupendous. It is doubtful if anyone outside the organization of Burroughs, Wellcome & Company and the governments of England and the United States knew the amount of his income. It is known that during his business life he put millions of surplus profits back into the business for its ever-continuing expansion and used several hundred million in establishing hospitals, research laboratories, Bureau of Scientific Research, Museum of Medical Science, Historical Medical Museum and maintaining them for the benefit of the world, publishing books for Chinese medical students, excavating and many other things and after the English government had taken three-fourths of what income he had left—after deducting for the above charities—for income taxes, then he must have had a net income of more than a million dollars a year for fifty years.

By and under the directions given in his will the manufacturing establishments in England of Burroughs Wellcome & Com-

pany together with the company's offices and warehouses in a dozen countries passed into the hands of five trustees to be continued forever. All the profits from the business, except what will be needed to keep the business going, is to be used in maintaining the several Wellcome research establishments for the benefit of the world. Also an item in a newspaper stated that of the $30,000,000 he left in money the most of it was to be turned over to the five trustees for research work.

The disposition, ambition, judgment, foresight and ability of Mr. Bray and his cousin Sir Henry were so similar that a write-up of the life of one is applicable to the other. Doubtless Bray was the better public speaker, as his utterances were frequently compared by the press with the best orators of his day, but this was offset by Wellcome as a writer, as his two books and a government report had world-wide circulation. Neither attended school but little, yet both someway somehow acquired a vast store-house of knowledge.

From early youth Wellcome was self-supporting and as a boy showed interest in chemistry and pharmacy and this particular bent was encouraged, and on the advice of Dr. Mayo, mentioned below, he attended Schools of Pharmacy and Chemistry in Chicago and Philadelphia, then he worked a few years for a New York manufacturer traveling over the United States six months of the year selling drug supplies to the wholesale trade and the rest of the year buying herbs, roots, barks, etc. in South America. In about 1879 he came to Yarmouth, Maine, and told his uncle, Isaac Wellcome, about the offer that he had received to go into partnership with a chemist named Burroughs and locate in London, as they considered London should be the headquarters of drug manufacturing business of the world and asked his advice and the uncle advised him to stick with his company and "let well enough alone." He said that he had asked the advice of his employers and they had advised him to accept the offer but that they would give him $1000 more a year to stay with them. (That would have been a salary of $3500 plus all expenses—a big sum for those days.)

In 1880 with Mr. S. M. Burroughs he established the firm of Burroughs, Wellcome & Company. The company part of the firm was fictitious, that is there was no one in the company. In

a few years the partner died, and after Burroughs untimely death Wellcome was equal to the responsibility suddenly thrust on him and bought out the heirs and soon owned the entire business. "He devoted himself with a remarkable energy and ability to the development of the business, and under his drive and imagination, one of the results was the preparation of drugs in compressed form and their issue under the original and proprietary name 'Tabloid' now a household word. The business, due to the scientific excellency of the products for which the firm received more than 300 highest awards in competition at world fairs, was a success from the beginning, so that Wellcome found himself more and more at liberty to devote his time to travel and scientific pursuits."

Both Bray and Wellcome had spectacular careers and each had his day in court. Bray had his when, in one of the numerous cases he had in the courts, the newly appointed Judge, either in open court or at recess, asked Bray's lawyer: "Who is this man that could or would bring a suit in this form?" Bray, who would stand opposition from no man, promptly replied, saying: "Any man living in Maine and don't know about Old Bray is not fit to be on the bench of the Supreme Court." The Judge allowed the case to proceed. And it is said Bray won the suit.

Wellcome may have caused the English Court an exciting moment during the trial over the small word "Tabloid." In 1880 there was no such word as tabloid in any language and Wellcome in thinking up some new word for a trademark for some of the new firm's products made the word from two words. At first the word did not mean anything, but was promptly accepted by the English speaking world as meaning tablet. Later on it was used to a considerably increasing extent to describe anything that was in a much compressed or reduced size for its class, eventually entering the Standard and other dictionaries so defined. Such common misuse of a word belonging exclusively to one firm did no injury to its owners, but when rival manufacturers of products similar used the word "Tabloid" on them it became a serious infraction of the copyrights of the owners and a violation of law. Hence the suit which became famous the world over. The defendants claimed that the word tabloid was a common word in everyday use wherever English is spoken and anyone had a

right to use it as descriptive of any small thing AS PLAINLY DEFINED IN THE LATEST EDITION OF THE STANDARD DICTIONARY. Burroughs, Wellcome & Co's attorney called Mr. Henry S. Wellcome to the stand. He told the court in a few words how and when and for what purpose he personally coined the word "Tabloid". The court then asked the witness, in a sarcastic tone, if he considered himself a higher authority on the meaning of words than the Standard Dictionary. Wellcome replied that he did so far as the word "Tabloid" was concerned. He then produced a letter from the publishers of the Standard Dictionary in which they acknowledged their error in misdefining tabloid and promised to correct it in their next edition. That was the episode that won the case and a large sum of money for Burroughs, Wellcome & Chmpany. (At the time of the trial Wellcome was an American citizen.)

Bray's forecast as to what turn business and politics would take at a future time was remarkable—almost prophetic. Thus his advice was often sought by business men and politicans.

Wellcome's foresight as to a medical situation enabled him to be prepared. Specific known as S S S and also as 606 was invented and patented by a German physician. The monoply caused the drug to be very expensive. When the great war started the supply of S.S.S. was shut off to all countries at war with Germany. The formula was a secret. Armies must have large supplies of certain drugs including this specific. The British government applied to its most celebrated English chemists for a solution of the serious problem. And asked: How can we get S S S for our allies' armies? They could do nothing. The formula, a very complicated one, was held in Germany and the German government would not permit exportation of the drug to any enemy nation. Then, in desperation, the agents for England sought the advice of the famous American chemist and manufacturer, Henry S. Wellcome. Wellcome informed them that he personally analized S S S when it was first brought out and had all but "one key ingredient" of the formula in Burroughs, Wellcome & Co.'s laboratory in charge of a master chemist who would be able to manufacture the drug in any required quantity as soon as he was given the "key" information which he (Wellcome) had in his own personal possession pending just such an emer-

gency as now presented itself. The result was that Burroughs, Wellcome & Company supplied all of the allied armies and the medical supply of all the countries concerned with the genuine S S S at a greatly reduced price. And the price has never been restored to its former height.

An illustration of the enormous quantity of drugs used in war: In 1918 Sir Henry told his cousin, Frank Wellcome, of Yarmouth Maine, that his firm received one single order for seven tons on cloroform just before he left England. As the specific gravity on cloroform is light—what a tremendous amount.

Wellcome helped the whole world, and his great success was due in part to the excellency of the firms products—products so good that doctors in all countries were writing on their prescriplions "Fill with Burroughs, Wellcome & Co.'s medicine."

Bray helped scores of farmers by letting them sheep to help themselves with, and at the same time making twelve per cent interest for himself, and by giving advice at big out-door gatherings. Bray's success, and perhaps Wellcome's, was due largely, if not entirely, to his disposition which was not always pleasant.

Wellcome's business was world wide. Bray's business extended over a large part of four counties in rural Maine, including the woolen mills in Lewiston.

Wellcome was said to be shy, diffident, self-effacing and disliked any publicity except as it pertained to the success of his firm's business. Bray was apparently not shy or diffident and appeared to enjoy personal publicity, yet he had a lack of confidence in himself, or something of that nature, for he would never accept an invitation to speak in a hall or any place indoors, but would voluntarily speak extemporaneously to thousands out-of-doors at county fairs, musters, and in village and city streets.

Wellcome during the last twenty years of his life entertained many distinguished scientists and noted men of the world at the Wellcome Historical Medical Museum. "He delighted to expound to his guests the significance and meaning of his museum and to hint at his schemes for future developments and improvements. As a result of the world-wide connections which the character of his business gave him and the many contributions he had made towards the advancement of medical science, Wellcome

became acquainted with most of the prominent medical men on both sides of the Atlantic, and with many of them he was on terms of friendship. His many journeys about the world brought him into contact with some of the most noted explorers of his time and led to a life-long friendship with Stanley. Many of the expiditions for explorations in Africa were medically equipped and financially supported by him. Even so far back as the South African War, Wellcome supplied the entire medical and surgical equipment of the hospital ship Maine, just as in the great war he presented to the War Office for use in Egypt and Palestine a complete motor bacteriological laboratory." The foundation-stone of the Wellcome Research Institution building, which was recognized as one of the outstanding architectural features of London, was laid on Nov. 25, 1931, by the late Lord Moynihan who refered to it as, "a corner-stone of the life-work of the man who had done as much as any man in this or any other country to advance both the science and art of medicine." Bray the last twenty years of his life entertained College Presidents and others who were looking for donations. Both were at home in any company.

Wellcome gave his millions for the benefit of the world. Bray gave his thousands to his relatives. A portion of the Bray property went into the Middle West as an older brother had settled in Wisconsin, at the time that Sir Henry's father settled there, and had a family of seventeen children. Bray's occasional trips into the West was to visit this brother.

Bray never married. Wellcome was married a few years. Bray died at the age of 81 years and 6 months. Wellcome died at 83. Each personally conducted his business to the day of his death. Wellcome's travels in connection with his business and exploring were world wide. Bray always remained on his farm, except for his business trips and a few political activities. Both were generous—but gave wisely. Bray rewarded the man, who found and returned his small trunk of money after it had slipped out of the wagon in his travel, with a farm. Both were particularly abstemious men, who spent on themselves little of the income to which they were entitled. "Wellcome led, for a man of his resources, a very simple life, which was passed largely in hotels as he regarded this mode of living as of less expense and trouble than

opening up of his large house at Gloucester Gate." Neither Bray nor Wellcome attended school but little. Both were employed from early youth in the business which they were to follow for life with such marked success.

Both Bray and Wellcome had the entire business thrust on them in early life by the death of their partners. Both were reared in the hard way and came from obscurity to lasting fame and sensational acclaim in the short space of a life time. Both were astute business men. "Wellcome had been accustomed to business methods of advertisement and propaganda which in the commercial sphere had brought him success. His name was so intimately associated with the business he had built up, and of which he was justly proud, that its very mention brought to mind the great firm of which he was the head. Progress in business meant progress in his scientific projects. The one without the other was impossible." Sir Henry's great ambition in life was scientific research.

It is not the occupation that makes the man. Bray proved a farmer could climb high, and his habit of traveling about ill-clad and sometimes taken for a tramp may have served a purpose—for when he addressed the mistaken ones with great vigor, brillancy, wit and good advice mixed in—the audience was dumbfounded. Prudent and saving as both were they were generous in helping worthy people to help themselves, and "Wellcome's benefactions to individuals must have been very large and not made public. He never posed. A 'good mixer' he was affectionately known as 'Hank' Wellcome among his intimates." And like Bray, was good company in any company.

There is no equal comparison in the number of people employed by Bray and Wellcome. The number employed by Wellcome as executives, overseers, laborers in his manufacturing plants, in his research laboratories and museums for the benefit of humanity, in his historical medical institute, in his exploring and excavating, in his work for the government in war, the salesmen and workers in his offices and warehouses in a dozen countries, and in his many other projects, was a big figure.

It appears that Wellcome's knowledge of tropical diseases and their control was the equal of any medical man. Bray's knowledge of sheep and wool was the equal of any man. Wellcome

was a Fellow of many socities in several countries, and an officer in some. Bray belonged to no societies.

Burroughs and Wellcome began manufacturing drugs in one room in a small wooden building at Snow Hill, London. Their business grew rapidly from the start and additions were made from time to time to their building until it was destroyed by fire. They rebuilt, and Burroughs died soon after as mentioned above.

The life-saving medal awarded Wellcome in 1885 by the Royal Humane Society was in recognition of his impulsive rescue of two or more women from drowning in the Thames in London. He was walking along the river bank when he saw the plight of the women whose boat had overturned leaving them helplessly struggling in the water. He promptly plunged into the stream and brought them to the shore.

The publicity given Wellcome by the press at the time of his marriage in middle life was due largely to the high position held by the bride's father, Dr. Barnardo, eminent European specialist of children's diseases, philanthropist, founder of the Barnardo Homes, and inventor. At the time of the marriage Wellcome was an American citizen and a foreigner to the people of England and the daughter of Barnardo married apparently against the wishes of her parents or in other words eloped.

Wellcome did world-wide things that no other man, or more particularly no one man, ever attempted.

Bray succeeded in the sheep-letting business where all others that tried it failed. In the fall of the year when renewing the sheep contracts or taking back the sheep from the farmers or letting them have more sheep he would, for instance, go down the Kennebec valley, perhaps 50 miles, to his out-most customer, then work towards home, and the sheep he took back he turned into the highway in care of his herders while he continued from farm to farm doing business. On some of these trips he would let-out all and sometimes more sheep than he took back, and would have to supply some from the surplus at his home farm. As he was nearing home on one of these trips lasting several days or a week he was driving a thousand sheep. Doubtless Bray's talks at out-of-door public gatherings and in village streets was a big advertisement for his sheep-letting business, even if he did not mention sheep, for his reputation was such that by his very

presence he was immediately associated with the sheep and wool business.

If anything can inspire youth and others to more personal endeavor and rectitude it will be to read, and re-read at least once a year, the activities and achievements of Isreal R. Bray and Henry S. Wellcome.

The following is an extract from 'Obituary Notices of the Royal Society of London' and with one or two exceptions is as applicable to Bray as to Wellcome:

"With regard to Wellcome as a private individual there is little reliable information to draw upon. As far as the writer knows he kept no diary, though a detailed record of his very varied life and of the prominent people he had met and the many places he had visited would have been profoundly interesting. He was in many ways a retiring man, who led a somewhat lonely existance. By his marriage, subsequently dissolved, with the daughter of Dr. Barnardo, the founder of Barnardo's Homes, he had one son who, however, was not destined to follow in his father's footsteps. It is doubtful if Wellcome was ever on terms of sufficient friendship and intimacy with any one for him to open his mind completely as regards his hopes and ambitions. Yet in spite of this diffidence he had a certain courage and self-confidence which often led him into places or surroundings where others would have hesitated to go, or to undertake some business enterprize against what might have been regarded as the best advice. Subsequent events in many cases proved that his judgement had been right and his vision of the future had been almost prophetic. He had a very wide knowledge of men and things and possessed very decided views about international affairs. In stature he was of medium height and according to early portraits was then of a somewhat slim build and possessed of well-cut features indicating an ambitious and perhaps restless nature. In later life he discarded the moustache of his earlier years, his clean-shaven face revealing more fully the determination of his character. There can be no doubt that he was very determined and often obstinate, so much so that at times he found it difficult to tolerate opposition, but it was just this very characteristic which brought success in life and enabled him to leave behind a legacy which will be of lasting benefit to mankind."

A good demonstration of the Wellcome disposition and the ability to get results was shown in an act of Dr. Jacob Wellcome Bray Wellcome Jr. of Sleepy Eye, Minn., a first cousin to Sir Henry and a second cousin to Bray, whose record of cures during the flu epidemic in 1920 was reported the equal of any physician in the State. Dr. Wellcome was called to an over-crowded apartment house and, while treating the sick, instructed the occupants to put up a window and keep it up. On his next visit the window was down. He said nothing. He gave no more orders. He kicked out the window sash and all.

An extract from a magazine article entitled "Grab Bag":

A few years ago the United States Government sold at auction, sight unseen, 200,000 working models of inventions registered in Patent Office between 1820 and 1890. The Patent Office started accepting blueprints instead of working models in 1890. A few of the more historically important models—Edison's inventions, Bell's telephone, Morse's telegraph key—were presented to the Smithsonian Institution; all the rest, 3,251 cases were sold at auction. The purchaser was Sir Henry Wellcome, of the English chemical firm of Burroughs Wellcome & Company. He kept them in the Tuckahoe warehouse, which belonged to his company, intending eventually to sort them out and arrange a permanent public exhibit, but died in 1936 without having done anything about it. A few months ago, Crosby Gaige, the theatrical producer, bought them from the Wellcome estate and just left the things in the warehouse, except forty or fifty models which he (Gaige) has brought to his New York office. One case weighs eighteen hundred pounds, and so far only fifteen cases have been opened.

The following by the Associated Press from the New York Herald Tribune of July 26, 1936, under London dateline:

"Sir Henry S. Wellcome, British scientist and explorer, died today after an operation. He was 83 years old. His scientific achievements ranged from establishment of physiological laboratories to pioneering in archeological survey.

"Sir Henry, who was born in 1853 in a Wisconsin log cabin, became a British citizen when his business took him to England. He was knighted in 1932 by King George V for his work in and financial support of medical research.

"He received international recognition for his interest in missionary enterprizes; for his work in medical research, sanitary conditions in the tropics and the history of medicine, and for his archeological and ethnological explorations and studies. In 1885 he won the Royal Humane Society life-saving medal, and in 1934 was the recipient of the Remington honor medal of the American Pharmaceutical Association, of which he was a life member.

"Sir Henry was born in a settlement 125 miles from Milwaukee, Wis. His parents were Rev. S. C. and Mary Curtis Wellcome. He served his medical apprenticeship under the tutelage of Dr. William Worral Mayo, father of Dr. William J. Mayo and Dr. Charles H. Mayo. He was a drug store clerk in Rochester, Minn. from 1868 to 1871, and Dr. Mayo taught him medicine after hours. Later Dr. Mayo arranged for his matriculation at the Philadelphia School of Pharmacy and Chemistry, from which he was graduated in 1874.

"A few years later his business took him to England, and there he helped to establish the firm of Burroughs, Wellcome & Co., manufacturers of chemicals and galenicals with branches in the United States, Italy, Canada, Australia, India, China and other countries. In New York the offices are at 9 East 41st Street.

"It was Sir Henry's custom to pass part of each year in Washington in connection with his American activities. He was a member of the Cosmos Club there and of the Lotos Club in New York.

"He was founder and director of the Wellcome Historical Museum at London in 1913, and in the same year founded the Wellcome Bureau of Scientific Research, London. He also founded the following institutions, all ultimately affiliated with the bureau: The Museum of Medical Science, London, 1914; the Physiological Research Laboratories, Kent, 1894; the Chemical Research Laboratories, London, 1896, and the Entomological Field Research Laboratories, Surry, 1915. He also founded the Wellcome Tropical Research Laboratories at Khartoum, in 1900, with an auxiliary floating laboratory on the upper Nile and its tributaries in 1906.

"In 1901 Sir Henry conducted archeological and ethnological explorations along the upper Nile, and resumed them in 1910. He discovered ancient Ethiopian sites and conducted extensive excavations and researches at four of them. After the world war he

became a pioneer in ærial photography for exploring and surveying archeological sites and recording excavations.

"During the war he placed his scientific research bureau at the service of the British government. He instituted a commission to improve design and construction of army ambulances. For use in Palestine and Egypt during the war he constructed, equipped and supplied for the British Army Medical Service a chemical and bacteriological motor field laboratory.

"Sir Henry founded a publication trust fund in 1908, under control and direction of the Chinese Medical Association, to provide standard medical, surgical and chemical textbooks translated into the Chinese at prices within the reach of native students.

"His American interests were wide and veried. He was a director of the Gorgas Memorial Institute of Tropical and Preventive Medicine at Washington, a life member of the National Geographic Society, a member of the Minnesota Historical Society, honorary president in 1931 of the American Pharmaceutical Association, a member of the American Oriental Society, an honorary member of the American Society of Tropical Medicine and an honorary member of the Association of Military Surgeons.

"He was the author of The Story of Metlakahta, Visit to and Report on the Native Cinchona Forests of South America and A Report to the Secretary of War on the Work of General Gorgas in Controlling and Preventing Tropical Diseases in the Panama Canal Zone, 1910.

"The Story of Metlakahta, a work of 500 pages published by Dr. Wellcome in 1887, relates how a tribe of savages in Alaska was transformed into peaceful, industrious dwellers and tillers of the soil through education and adoption of Christianity. His report on the work of General Gorgas, made at the request of J. M. Dickinson, Secretary of War, increased government support of the sanitary work in Panama.

"In England Sir Henry was Vice President of the Royal Anthropological Institute and the Royal Society of Arts; honorary fellow of the Royal Society of Medicine and of the Royal Hygene, fellow of the Society of Antiquaries, the Royal Geographic Society and the Zoological Society; honorary corresponding member of the Ancient College of Doctors of Madrid; a freeman of the Ancient Worshipful Society of Apothecaries of the City of Lon-

don, and a member of the Royal Asian Society and of the council of the Royal African Society. He was a member of the executive committee of the governing board of Gordon Memorial College in Khartoum.

"Dr. Wellcome founded the Wellcome Medical Hospital Dispensary in 1905 and the Lady Stanley Maternity Hospital in 1927. Both are in Uganda, Central Africa, under control of the Medical Mission of the Church Missionary Society.

What made an equally successful life for Bray, the farmer and wool buyer, and Wellcome, the scientist and manufacturer, was ambition, native intelligence, good judgement, hard work.

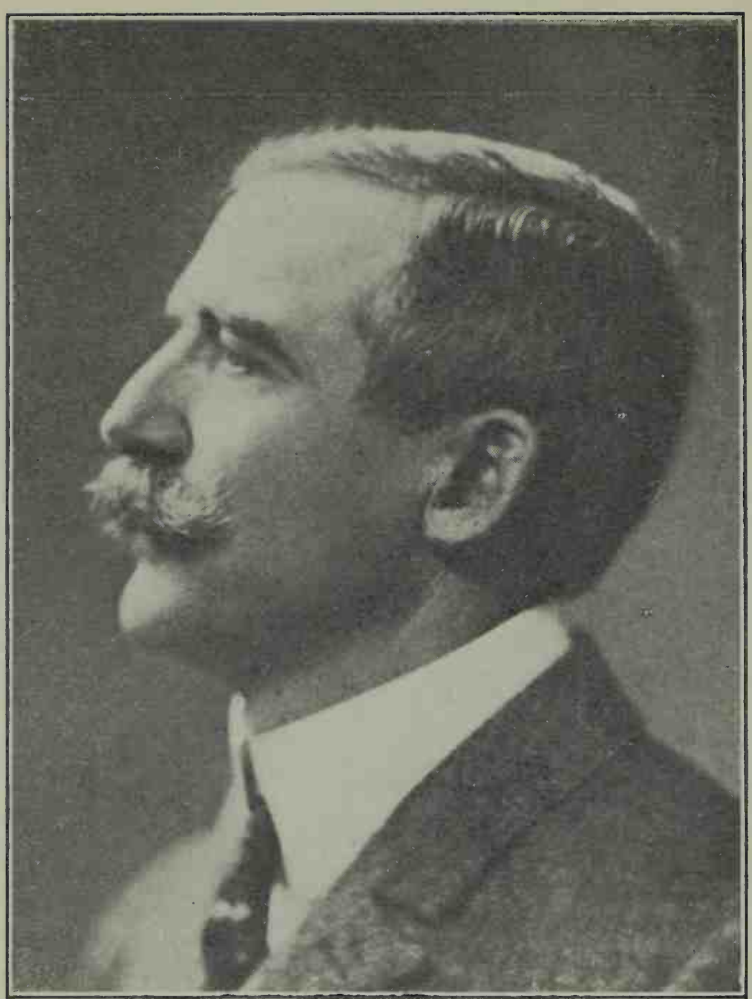
The chances for success are as good today if not better than when Bray and Wellcome started their life work. At the time Bray began getting a living and slowly and gradually accumulating a fortune there was but little money in circulation as compared with the present time.

Both Bray and Wellcome, at the beginning of their business career, had in the large way the natural untrained, unhampered and unspoiled mind—the free mind that in the busy life of each soared to a great height.

The strong point, and moral if any, in the life as lived by the members of the Wellcome family is contained in one word—efficiency.

HENRY S. WELLCOME

At the age of 80



HENRY S. WELLCOME

At the age of 30